

TIA Meeting Saturday February 26, 2008.

10 AM in the 2020 Building in the Oak Ridge Industrial Park.

Visitors are always welcome.

Time to pay your dues,

**Otherwise this is *the LAST Newsletter* you will
receive.**

Upcoming TIA Meeting on February 16, 2008

Jerry Hollyfield will be the featured speaker at our February 16 meeting. Jerry is both a lawyer and an accountant with a practice in Knoxville. Jerry will speak on topics relating to common tax deductions for inventors and how best to support those deductions with record keeping.

Forthcoming Speaker

JERRY E. HOLLYFIELD

Attorney at Law

Post Office Box 23407

Knoxville, Tennessee 37933-1407

TELEPHONE: (865) 966-8819
TOLL FREE: (877) 827-6813

TELECOPIER: (865) 966-4322

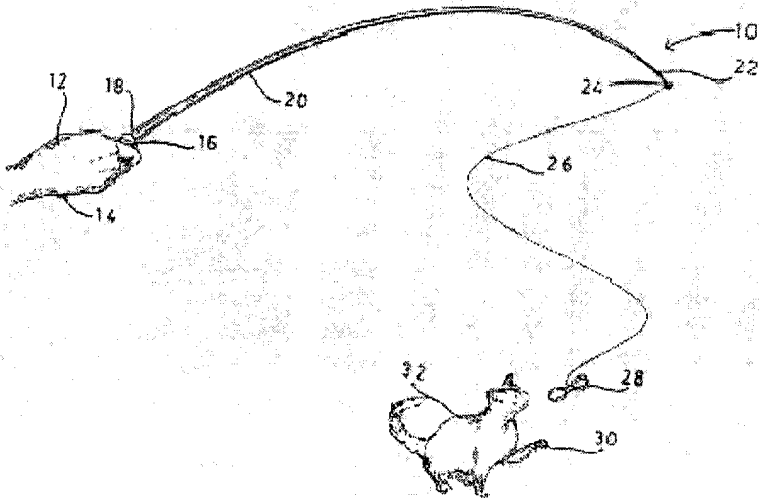
BIOGRAPHY

Jerry E. Hollyfield received a B.S. in Business and Public Administration from the University of Virginia, Wise, with dual concentrations in accounting and financial management, and a minor in economics. He worked as a staff accountant, controller, CFO and owned an accounting practice in Wise, Virginia, before earning his J.D. from the University of Tennessee College of Law in 1990. After passing the bar in 1990, he worked as a staff attorney at Ritchie, Wise, Reeves & Eubanks, then spent ten years with Clayton Homes before returning to private practice as a sole practitioner in 2003. He concentrates his practice primarily in the areas of estate planning, corporate and tax law.

Meeting Notes from January 19, 2008 Meeting from Tom Kulaga, recording secretary.

Joe Martin, as the newly elected president, opened the meeting. Joe introduced the featured speaker John "Galkie" Galkiewicz.

John "Galkie" Galkiewicz described his invention, the Kitty Tease, and his efforts in developing his invention and making a living by selling it by mail order. John described his invention of the Kitty Tease, a cat toy. John was granted Patent Number 4,499,855 in February 1985. The title of the patent, appropriately enough, is "Kitty tease." John also applied for foreign patents in many countries.



The Kitty Tease is fiberglass stick with a handle on one end and a string on the other. The string has a piece of denim tied to it. Originally, John used the end of a fishing pole for the stick. Then he found a manufacturer that was willing to make a custom stick to meet John's requirements.

John relied upon the Thomas Register to locate manufacturers of the various parts he needed. In addition to the fiberglass stick, he needed handles, string, boxes for shipping, and other miscellaneous items. He used the Thomas Register to find out where to buy these items. The Thomas Register is a multi-volume index of manufacturers. He preferred to use the green hardback books and purchased his copy for only the cost of shipping. The Register is available at the public library and on the Internet at < www.ThomasNet.com >.

"An Inventor's Guide to Backyard Manufacturing" is a booklet that John wrote. A few copies of the booklet were passed out to members in attendance. He has information on this booklet and other inventor information available on his website < www.KittyTease.com >.

John described the problems he has encountered with the Post Office in his mail order business. He learned from experience how to label and mark his shipping containers in order to avoid many of the Post Office problems.

After getting an 800 telephone number, John said his sales doubled. He also discussed credit cards and said that Visa and Mastercard worked very well for him. He was less pleased with American Express and Discover because he said that there were delays in receiving his money from them. John said that now there are merchant accounts available on the Internet, which makes it very easy to accept credit cards.

John also described how having good software helped his mail order business. He used a database program that allowed him to track all his orders. He customized the

database software to fit how he worked. He developed a code that identified exactly what a customer ordered. The code would allow John and his helpers to ensure that what was packed in the shipping container was what the customer ordered.

John described the good times and the bad times. The Kitty Tease proved very popular and his sales skyrocketed in the first years. But, he had one major customer go bankrupt. He could not absorb the loss and it caused him to declare bankruptcy. He came back just as strong, but smarter.

John told the tale of how he was almost on the Johnny Carson show. He and 9 others were the featured products for an annual Johnny Carson best new products episode, but another guest on the show used up all the available time and there was no time left to show the featured products.

John offered many pointers to budding entrepreneurs. First, put the product in test. Make sure it works. Make use of trade shows. There are two types of trade shows: those for the industry and those for consumers. Industry trade shows are for taking orders and consumer trade shows allow you to sell directly to the public. John liked the industry trade shows because it allowed him to make contacts with those who could market and distribute his Kitty Tease.

An inventor's job is never done. In order to efficiently make and ship the thousands of Kitty Teases, John had to be creative in making his own tools and machines. For example, the Kitty Tease has a wooden handle. John got a great discount on a shipment of dirty handles. Twenty-five thousand handles is a lot to have to clean, one at a time. John made a cleaner that consisted of a piece of PVC pipe with a section of carpet rolled inside. John would push the handles into the tube until it filled up. Then, when he pushed one more in, one would be pushed out of the pipe at the other end. The carpet would brush the dirt off as the handles were pushed through the pipe.

Another invention he showed the members was his varnish machine. To varnish the rods for his Kitty Tease, John made a rack that would hold about 20 rods. He dipped the rods on the rack into a narrow, deep container of varnish. He then hung the racks presentation, only 15 inventors made it through the video interview. Martin was up for the varnish to dry.

John also gave tips on contacting people. He said that it is best to contact people on Tuesday, Wednesday, and Thursday. Early morning contacts work best. John suggested to always use blue ink to sign letters because this lets the reader know that the letter is an original and not a copy. He also suggested addressing letters first to the company and then adding "Attn:" identifying the title of the recipient along with the person's name.

Martin Skinner told those in attendance about his trip to Atlanta to audition for the Everyday Edisons television show. He said about 1500 inventors showed up to audition. The audition included a 2-minute presentation to a judging panel. 10% of those that came made it through the presentation stage. The next stage, for those that made it, was a video presentation. Of the 10% that made it through the happy because he made it through both the presentation and the video. He said that it will

be about 6 months before he knows if he has been selected for the show. Martin said that Roger Olson and Ralph Conlee also attended the audition.

AJ Beal made an announcement that the United Inventors Association (UIA) is a sponsor for the Inventor's Spotlight area at the National Hardware/Lawn & Garden Show to be held in Las Vegas on May 6 to 8. More information can be found at <www.uiausa.com>.

Board Meeting

A short board meeting was held after the regular meeting. A committee consisting of Igor Alexeff, Martin Skinner, AJ Beal, and Joe Martin was created. The committee is to investigate having the TIA hold a public seminar.

not enough was being done to attract new members. Several options were discussed, including making the TIA website more current with more content to appeal to those who have not yet joined.

Member News

Igor Alexeff has an article on his invention, the Plasma Antenna, published in the February 2008 issue of **The Scientific American Magazine**.



John Galkiewicz demonstrates his inventions for fabricating his "Kitty Tease".

Officers for 2008

President - Joe Martin

3809 Old Niles Ferry
Maryville, TN 37801
ilmins@bellsouth.net

Vice President - Anne Alexeff

2790 Turnpike
Oak Ridge, TN 37830
Phone: 865-483-0151
e-mail: ialexeff@comcast.net

Treasurer - Igor Alexeff

2790 Turnpike
Oak Ridge, TN 37830
865 483 0151
e-mail: ialexeff@comcast.net

Recording Secretary - Thomas Kulaga

9111 Cross Park . Dr.
Bldg. D, Suite 200
Knoxville, TN, 37923
865-470-4212
tkulaga@KnoxPatents.com

Corresponding Secretary- Terry Bewster

1131 Brewstertown Rd.
Robbins, TN 37852
Phone: 423-628-5438
brewsta@highland.net

Board of Directors:

A.J. Beal

11221 Concord Woods Dr.
Knoxville, TN 37934
865-966-0176
ajbeal@aol.com

Rainer Riffert

3804 Oakhurst Dr.
Knoxville, TN 37919
865-523-1176
riffert@icx.com
103 Lake View Pointe
Harriman, TN 37748
865-376-6894
dotmars@comcast.net

Gordon Campbell

128 Albany Lane
Oak Ridge TN 37830
865-483-5576

Martin Skinner

103 Lake View Pointe
Harriman, TN 37748
865-376-6894
dotmars@comcast.net

Web Master- Laurel Bowen- P.O. Box 988, Clinton, TN 37717, 865-457-1364, laurel@tbcsolutions.com
Newsletter Editor & Librarian - Igor Alexeff

MEMBERSHIP APPLICATION/ DUES RENEWAL

Mail to TIA Treasurer, P.O. Box 11225, Knoxville, TN 37939-1225

Dues are \$30.00 per year, and due in January. Anyone joining after January will pay a pro rated amount.
Please make checks payable to Tennessee Inventors Association.

Name _____

Address _____

Phone# _____ E-mail _____

INVENTIONS